

Puolan Suomalainen Kauppakilta - Finnish Trade Guild in Poland

BOARD ACTIVITY REPORT JANUARY 1, 2016 – DECEMBER 31, 2016

I. General

The following persons were elected to FTG Board at the **2016 Annual General Meeting** on February 24, 2016.

Board Members:

Johan Puotila (Confero Consulting, Managing Director) Chairman
Anitta Koskio (ExpatHouse, Managing Director), Deputy Chairman
Piotr Prus (ECOVIS Milczarek & Co, Partner),
Kari Vähäkangas (Finpro, Head of Finpro Poland)
Pauli Rumbin (HT Laser, Managing Director)
Anna Maria Kalamaja (Suomen Unipol Poland, Key Account Manager)
Harri Reiman (Leinonen, Managing Director)

Deputy Board Members:

Marcin Bruszewski (Fortum, Head of Legal Affairs Region Poland).
Pekka Männistö (OpusCapita, F&A Development Manager)
Ilkka-Cristian Niemi (Barona Human Resources, Managing Director).

The FTG 2016 Annual General Meeting also elected **three FTG representatives to the SPCC Board**: *Johan Puotila, Anitta Koskio and Harri Reiman (Deputy Board Member).*

Johan Puotila was elected by the SPCC Board as one of the three Vice Chairmen for SPCC Board.

On April 22, 2016 Anitta Koskio resigned from her FTG and SPCC Board memberships. On July 18, 2016 Pekka Männistö resigned from his FTG Board membership.

During 2016 at least one FTG representative was present at all SPCC Board meetings.

The FTG Board held **7 regular meetings** during the year, and several informal working meetings. In the meeting on April 14th the Board updated its FTG SWOT analysis and set as its **objectives for 2016**:

- Attract new members, with a goal of +5 net growth;
- Achieve effective communications to FTG members and potential members regarding new legal advice service so that all members are aware of it;
- Achieve a good FTG working relationship with SPCC Board colleagues

To achieve this, the Board adopted the following **key strategies**:

- Continue organizing high quality FTG social/business events of interest to members, building on past experiences;
- Expand FTG activities beyond Warsaw with at least one new test event;
- Engage potential new members in FTG activities, using events as a membership recruitment tool and for spreading information on FTG activities, services and SPCC;
- Board members continue contacting directly potential new members, to pitch membership (target at least 3 per Board member);
- Increase Board's interaction with other national section representatives, for example through attending and organizing informal social events.

II. FTG Membership

During the year, **FTG net corporate membership** grew by 3, from 64 to 67, raising **total FTG membership** to a record high of 72. While thirteen new companies joined FTG, ten resigned from membership during the year. FTG had at the end of the year five honorary members; *Embassy of Finland, Embassy of Estonia, Finpro, Mr. Esko Kilpinen and Mr. Raimo Valo*.

New corporate members joining FTG were *Energomontaż-Północ Technika Spawalnicza i Laboratorium, Fortaco Group, NEFCO, Espotel Poland Sp. z o.o., HUB Logistics Sp. z o.o., AdvanFile, Van Cargo S.A., Vitabalans Sp. z o.o., YIT Development, Teknoware Poland, Opus Capita Sp. z o.o., Tradecon and Wydawnictwo Kojro*.

Resigning were *Amerplast, Finnmap, Nordic Point, Uponor Infra Sp. z o.o., Opus Capita Sp. z o.o., Descom Sp. z o.o., Coreplast Laitila Oy, MCX Systems, Noomin Ltd and Martela*.

SPCC corporate membership declined in 2016 by 1 company, from 364 to 363.

III. FTG Activities During 2016 - events

The below summary covers **events organized by FTG**, not those of any of our cooperation partners or any of the numerous events attended by FTG members but organized by SPCC.

FTG organized its **Annual General Meeting** on February 24th, 2016 at the premises of the Embassy of Finland in Warsaw. Present were 22 representatives of FTG member companies. During the meeting Ambassador Hanna Lehtinen presented an interesting review of Polish-Finnish relations and issues of mutual interest. The meeting was followed by a cocktail event hosted by Ambassador Lehtinen.

The traditional "**FTG Summer Picnic**" was organized at *Wilanow Golf Parks* on June 11th with a record number of 290 participants present, including H.E. Finnish Ambassador Mrs. *Hanna Lehtinen*. Participants enjoyed the great summer weather, the program as well as an abundance of good food and liquid refreshments. Many participated in the *Polar Logistics Polish Open Mõlkkyy Championship* contest and the *Stora Enso Mõkkitikka Championship* (Finnish darts contest). A lottery with prizes

donated by member companies was organized and the proceeds of 3 910 PLN were donated in full to support the activities of *Suomikoulu*, an educational program for Finnish children residing in Poland, designed to help them maintain their native language and culture.

A warm thank you goes to the **Main Sponsors** *Polar Logistics* and *StoraEnso*, **Gold Sponsors** *Barona*, *Ecovis* and *YIT*, **Silver Sponsors** *CWW*, *Fortum*, *Kemira*, *Suomen Unipol* and *Leinonen* and **Cooperation Partners**: *C.K. Fish*, *Finnair*, *Fiskars* and *Tactic Games* for their cooperation and important contributions that made the event possible.

40 FTG members and friends of crayfish attended the 12th annual **FTG "Rapujuhla" - Crayfish Party** in Warsaw at the Hotel Intercontinental Hemisphere Bar on September 24th. Guests enjoyed the beautiful set-up, traditional singing, the tasty crayfish supplied by *C.K. Fish* and transported directly from Finland by *HRX Poland* and the creamy salmon soup supplied and sponsored by *C.K. Fish*. Our gratitude also goes to event cooperation partners *Finnair* and *Nordea*. In attendance as most honoured guests were among other H.E. Finnish Ambassador to Poland *Hanna Lehtinen*, H.E. EU Ambassador to the Council of Europe *Jari Vilen* and SPCC Honorary Members Mr. *Jan Blom* and Mr. *Raimo Valo*.

On Friday December 2nd FTG organized the 7th annual **"Independence Day's Night"** event at *STIXX Bar & Grill* in Warsaw, to celebrate the 99th anniversary of the Finnish independence. During the evening participants had the opportunity to socialize and to enjoy good food and drinks. The event proved once again very popular, with 141 guests in attendance, including H.E. Mrs. *Hanna Lehtinen*, Finnish Ambassador to Poland. The event was importantly and kindly supported by **main sponsors** *Fortum*, *Handelsbanken*, *UPM Raflatac* and *YIT* and **cooperation partner** *CEDC* with its *Zubrowka* brand.

To see photos from these popular 2016 FTG events, please visit <http://www.spcc.pl/en/sekcja/finlandia/2016>

IV. Resolution adopted by 2011 FTG AGM regarding providing basic legal advice service to member companies

Following the termination of the a basic legal advice service to SPCC corporate members in 2015 and in close consultation with SPCC Board, the FTG Board decided end 2015 to continue with the said service to FTG members for a year, in cooperation with the Warsaw based law firm *Smolarek Rogala Caban*, selected by SPCC Board based on a tender process, and financing it from the FTG budget.

FTG Board felt the service has an additional value in that it is equally available to all members, no matter their geographical location, expands the range of concrete benefits of FTG/SPCC membership and is successfully in place in many other Chambers of Commerce across the Nordic countries. It was decided to combine the FTG service with appropriate communications to FTG members, and to obtain members' feedback in due course, to see how the service works and is perceived.

After a period of related preparations, the legal advice service to FTG corporate members commenced on March 1st, 2016.

The service covers basic advice over e-mail and phone in areas such as labour law, civil law, commercial law and corporate law. It does not cover highly specialized areas of law, such as some product or service specific laws and regulations and does not include preparing contracts or other documents. However commenting on such documents or related questions is often included. Cost of the service is included in the SPCC membership fee.

Any questions addressed to the law firm, related information as well as answers provided remain **fully confidential** and stay with the law firm. Also FTG and SPCC have no access to the questions asked or the advice provided and receive only statistical information of the use of the service.

By the end of 2016 six FTG member companies had registered for the use of the service, and eight requests for advice were filed and responded to. Half of the companies using the service were located in Warsaw region, half in other parts of Poland. The cost of the service to FTG between March 1st and December 31st was 3 500 PLN.

VI. Other

FTG continued to open many of its events also to “friends of Finland” to the extent space permitted, to increase awareness of the Guild, its activities and Finnish culture and traditions and to attract new members.

Over **490 persons** attended different **FTG events** during the year 2016, compared to ca. 450 in 2015, 400 in 2014, 600 in 2013, 490 in 2012 and 460 in 2011. Participation in FTG events was free of charge for members, with the exception of the Crayfish Party.

During 2016 FTG received an annual budget allocation of 18 000 PLN from SPCC for national activities. In addition corporate sponsors kindly provided a total of 45 000 PLN in support of specific FTG events. This support to FTG events from member companies was crucial for achieving the 2016 activity level, with broad participation.

Warsaw, February 6th 2017

Board of Finnish Trade Guild

Johan Puotila

Piotr Prus

Harri Reiman

Anna Maria Kalamaja

Pauli Rumbin

Kari Vähäkangas

Marcin Bruszewski

Ilkka-Cristian Niemi